

What is claimed is:

- 42
A11
1. A method for developing a dossier, comprising the steps of:
- 2 (a) receiving a name of a client relevant to a proposal;
- 3 (b) presenting a list of industries associated with the client;
- 4 (c) allowing selection of an industry from the list of industries;
- 5 (d) searching for information relating to the client and the selected industry; and
- 6 (e) preparing the dossier utilizing the information found during the searching.
- 1 2. A method as recited in claim 1, further comprising the step of presenting an
- 2 alternate list of industries having industries different from the industries on
- 3 the list of industries associated with the client.
- 1 3. A method as recited in claim 1, further comprising the steps of displaying
- 2 topics associated with the client and allowing selection of at least one of the
- 3 topics for insertion of information relating to the selected at least one of the
- 4 topics in the dossier.
- 1 4. A method as recited in claim 1, wherein the dossier is arranged in sections
- 2 according to people, documents, and projects.
- 1 5. A method as recited in claim 4, wherein the people section is arranged
- 2 according to the number of documents and projects an individual has
- 3 produced related to the client or industry.
- 1 6. A method as recited in claim 4, wherein the documents and projects sections
- 2 are arranged chronologically.

- 1 7. A computer program embodied on a computer readable medium for
2 developing a dossier, comprising:
3 (a) a code segment that receives a name of a client relevant to a proposal;
4 (b) a code segment that presents a list of industries associated with the client;
5 (c) a code segment that allows selection of an industry from the list of
6 industries;
7 (a) a code segment that searches for information relating to the client and the
8 selected industry; and
9 (b) a code segment that prepares the dossier utilizing the information found
10 during the searching.
- 1 8. A computer program as recited in claim 7, further comprising a code
2 segment that presents an alternate list of industries having industries different
3 from the industries on the list of industries associated with the client.
- 1 9. A computer program as recited in claim 7, further comprising a code
2 segment that displays topics associated with the client and allows selection of
3 at least one of the topics for insertion of information relating to the selected
4 at least one of the topics in the dossier.
- 1 10. A computer program as recited in claim 7, wherein the dossier is arranged in
2 sections according to people, documents, and projects.
- 1 11. A computer program as recited in claim 10, wherein the people section is
2 arranged according to the number of documents and projects an individual
3 has produced related to the client or industry.
- 1 12. A computer program as recited in claim 10, wherein the documents and
2 projects sections are arranged chronologically.
- 1 13. A system for developing a dossier, comprising:

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A 7